

**PRODUCERS' QUESTIONNAIRE**  
**SOFTWOOD LUMBER FROM CANADA**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than September 17, 2004**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping investigations concerning softwood lumber from Canada (Invs. Nos. 701-TA-414 and 731-TA-928 (Section 129 Consistency Determination)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII and section 129 of the Uruguay Round Agreements Act. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_  
World Wide Web address \_\_\_\_\_

**CERTIFICATION**

*The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission.*

*Your signature on the certification below will also serve as consent for the Commission, and its employees and contract personnel, to use the information you provide in this questionnaire and throughout these proceedings in any other investigations of the same or comparable products which are conducted by the Commission under title VII of the Tariff Act of 1930. If you do not consent to such use, please note the certification accordingly.*

*The undersigned acknowledges that information submitted in these questionnaire response and throughout these proceedings may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these proceedings or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( ) \_\_\_\_\_  
*Phone*

( ) \_\_\_\_\_  
*Fax*

**PART I.--GENERAL QUESTIONS**

The questions in this questionnaire relate to information your firm submitted during the course of the Commission's countervailing duty and antidumping investigations concerning softwood lumber from Canada (Invs. Nos. 701-TA-414 and 731-TA-928 (Final)) which was completed in May 2002. The questions in this questionnaire will be used to supplement the information gathered in those investigations, pursuant to the Commission's section 129 proceeding, and have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW., Washington, DC 20436.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_ hours                      \_\_\_\_\_ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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**PART II.--TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from **Jim McClure (202-205-3191)** or e-mail: **james.mcclure@usitc.gov**.

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: \_\_\_\_\_  
Name and title Phone No.

II-2. Please discuss any changes your firm anticipated (as of April 30, 2002) in the supply of U.S.-produced softwood lumber in the U.S. market in the future, identifying the time periods involved and the factors that you believe would be responsible for such changes.

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II-3. Please discuss any changes your firm anticipated (as of April 30, 2002) in the demand for softwood lumber in the U.S. market in the future, identifying the time periods involved and the factors that you believe would be responsible for such changes.

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**PART II.--TRADE AND RELATED INFORMATION--Continued****PART II.--TRADE AND RELATED INFORMATION--Continued**

- II-4. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **SOFTWOOD LUMBER** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(Quantity in mbf, value in \$1,000)			
Item	January-March		
	2000	2001	2002
<b>AVERAGE PRODUCTION CAPACITY</b> (quantity)			
<b>BEGINNING-OF-PERIOD INVENTORIES</b> (quantity)			
<b>PRODUCTION</b> (quantity)			
<b>U.S. SHIPMENTS:</b>			
<b>Commercial shipments:</b>			
Quantity of commercial shipments			
Value of commercial shipments			
<b>Internal consumption:</b>			
Quantity of internal consumption			
Value <sup>1</sup> of internal consumption			
<b>Transfers to related firms:</b>			
Quantity of transfers to related firms			
Value <sup>1</sup> of transfers to related firms			
<b>EXPORT SHIPMENTS:<sup>2</sup></b>			
Quantity of export shipments			
Value of export shipments			
<b>END-OF-PERIOD INVENTORIES<sup>3</sup></b> (quantity)			
<b>AVERAGE NUMBER OF PRWs</b>			
<b>HOURS WORKED BY PRWs</b> (1,000 hours)			
<b>WAGES PAID TO PRWs</b> (value)			
<sup>1</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for the periods specified.			
<sup>2</sup> Identify your principal export markets:			
<sup>3</sup> Reconciliation of data.--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?			
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____			

- II-5. If you reported transfers to related firms in question II-4, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced by market or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to **Charles Yost (202-205-3432)**

Email: [charles.yost@usitc.gov](mailto:charles.yost@usitc.gov). Also refer to the Commission's questionnaire instruction booklet.

- Who should be contacted regarding the requested financial information?

Company contact:

\_\_\_\_\_  
Name, title, and e-mail address

\_\_\_\_\_  
Phone No.

- Please provide financial data for the three calendar quarters requested, January-March 2000, January-March 2001 and January-March 2002.
- Consolidate and report the sales and costs of your firm's operations on softwood lumber (i.e., eliminate sales profits and inventory transfers, such as logs, between subsidiaries or divisions).
- Report the cost of logs processed by your firm's sawmills, whether purchased from independent suppliers or from your firm's timberlands (if transferred from your affiliate's timberlands, logs must be at cost).
- Do not include sales or costs of softwood lumber that is purchased from independent suppliers and merely resold.
- Accounting basis.--The financial records of your firm are prepared on the basis of:

☐ GAAP

☐ Other (specify) \_\_\_\_\_

- Reports and statements.--provide a copy of internal profit and loss statements for **softwood lumber**. If product-line profit and loss statements are not available, then provide a copy of internal profit and loss reports for the division(s) or product group(s) that include softwood lumber.

III-1 In this supplemental questionnaire we request copies of your company's business plan for 2002 that had been formulated and disseminated prior to the end of April 2002. Did your company have a business plan at that time for its operations on softwood lumber?

☐

Yes--Include your firm's projections regarding its U.S. production, its U.S. production capacity, and supply and demand forecasts for the U.S. market for 2002 and 2003.

☐

No

III-2 In its business planning undertaken and disseminated to company officials prior to the end of April 2002, did your firm anticipate any changes in the product range, product mix, or marketing (including sales over the internet) of softwood lumber, or in the character of your operations or organization relating to the production, sales, shipments, or profitability of softwood lumber in 2002?

☐

No

☐

Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. Include in your response a specific projection of your firm's capacity to produce softwood lumber for 2002.

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**PART III.--FINANCIAL INFORMATION--Continued**

III-3. **Operations on SOFTWOOD LUMBER.**--Report the revenue and related cost information requested below on the softwood lumber operations of your U.S. establishment(s).<sup>1</sup> Note that internal consumption and transfers *to* related firms must be valued at fair market value and purchases *from* related firms (including timber transferred from your firm's timberlands) must be at cost. Provide data for the three specified calendar quarters in chronological order from left to right.

Item	January-March		
	2000	2001	2002
	<b>Quantity in thousand board feet (mbf)</b>		
<b>Net sales quantities <sup>2</sup></b>			
Commercial sales			
Internal consumption <sup>3</sup>			
Transfers to related firms <sup>3</sup>			
Total net sales quantities			
	<b>Value in \$1,000</b>		
<b>Net sales values:<sup>2</sup></b>			
Commercial sales			
Internal consumption <sup>3</sup>			
Transfers to related firms <sup>3</sup>			
Total net sales values			
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>			
Raw materials			
Direct labor			
Other factory costs			
Total cost of goods sold			
<b>Gross profit or (loss)</b>			
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
<b>Operating income or (loss)</b>			
<b>Other income and expenses:</b>			
Interest expense			
All other expense items			
All other income items			
All other income or expenses, net			
<b>Net income or (loss) before income taxes</b>			
<b>Depreciation/amortization included above</b>			

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. Purchases of softwood lumber from other domestic producers or from import-sources for resale or for internal consumption should **not** be included here.

<sup>2</sup> Net sales should reflect discounts, returns, and allowances from gross sales. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

<sup>3</sup> Internal consumption.--Product consumed internally by your firm. Transfers to related firms.--Domestic or export shipments made to firms that control your firm, or are controlled by your firm. Related firms include your firm's subsidiaries or divisions that produce timber.

**PART III.--FINANCIAL INFORMATION--Continued**

- III-4. By-products.--State how you have classified the by-product revenue from the sale of residual wood chips, bark, shavings, sawdust, etc. in III-3 above: (i.e., your costing method, whether by-product revenue is included in "net sales," "other revenue" or "other income," or as a reduction of "cost of goods sold"), and report the revenues associated with the sale or transfer of such by-products for the three specified calendar years in chronological order from left to right.

Classification of revenues from the sale of by-products:

(Check the line as applicable)

*Softwood lumber*

Included in "net sales value": \_\_\_\_\_

Reduction of "cost of goods sold": (indicate which COGS item has been reduced (e.g., raw materials, labor, etc.) \_\_\_\_\_

Included in "all other income items": \_\_\_\_\_

Other: \_\_\_\_\_

Report the revenues associated with the sale or transfer of such by-products for the three specified calendar periods in chronological order from left to right.

Item	January-March		
	2000	2001	2002
<b>By-product revenue (value in \$1,000)--SOFTWOOD lumber operations</b>			

- III-5. Capital expenditures, research and development expenditures, and asset values.--Report your firm's capital expenditures and research and development expenditures on softwood lumber, and the values of the property, plant, and equipment used in the production of softwood lumber. Provide data for the three specified calendar periods in chronological order from left to right.

Item	Value (\$1,000)		
	January-March		
	2000	2001	2002
<b>SOFTWOOD LUMBER operations:</b>			
Capital expenditures			
Research and development expenditures			
<b>Property, plant, and equipment:</b>			
Original cost			
Book value			



